

Account Executive – Digital Agency in Haarlem

Description

Our partner, a digital agency, is looking for an Account Executive.

As an Account Executive at their digital agency, you will be responsible for driving revenue growth by acquiring new clients and expanding business with existing clients. You will play a key role in developing and implementing sales strategies to meet and exceed targets. This is an exciting opportunity to join a dynamic team and contribute to the growth and success of this agency.

Responsibilities

- Identify and prospect potential clients through various channels such as cold calling, networking events, and online platforms.
- Building a great funnel of potentials using the best tools
- Build and maintain strong relationships with clients, understanding their business needs and providing tailored digital solutions.
- Conduct thorough market research to identify new business opportunities and stay updated on industry trends.
- Prepare and deliver persuasive sales presentations and proposals to potential clients.
- Negotiate and close deals, ensuring profitable contracts and long-term client partnerships.
- Collaborate with the creative and technical teams to develop innovative digital strategies and solutions for clients.
- Monitor and analyze sales performance, providing regular reports and recommendations to the management team.
- Stay up-to-date with industry developments and continuously enhance knowledge of digital marketing trends and technologies.

Qualifications

- Proven track record of success in B2B sales, **preferably** in the digital marketing or advertising industry.
- Strong knowledge of digital marketing concepts and strategies.
- Excellent communication and interpersonal skills, with the ability to build rapport and establish trust with clients.
- Business negotiation level of Dutch.
- Exceptional negotiation and closing skills.
- Self-motivated and target-driven, with a strong desire to achieve and exceed sales goals.
- Ability to work independently and as part of a team in a fast-paced, deadline-driven environment.
- Proficient in using CRM software and other sales tools.
- Bachelor's degree in business, marketing, or a related field is preferred.

Job Benefits

- A salary that matches your role and experience.
- Multiple enjoyable outings per year.
- Provided lunches.
- A full-time job in a growing and dynamic environment
- Reimbursement of travel expenses if you use public transport or a mileage

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

Asap

Duration of employment

permanent

Industry

Advertising

Job Location

Haarlem, Netherlands

Working Hours

40

Date posted

February 28, 2024

Valid through

31.03.2024

allowance if you travel by car.

- Our office is a 5-minute walk from Haarlem Station.
- 25 vacation days per year.